



## PROCUREMENT FAIR ATTRACTS ATTENTION BUSINESS COMMUNITY HONORS WOMEN LEADERS

More than 500 people passed out business cards, networked, and discussed ways in which their businesses could work with one another at "Tea and Conversation Equals Opportunity," the mini-procurement fair preceding the 2000 Women's Leadership Awards Luncheon on Thursday, September 14 at the Marriott Wardman Park Hotel.

Small, minority, and women-owned businesses were the main topic of conversation, as most government agencies and corporations strive to use an increasing percentage of these businesses as vendors.

One of the honorees at the luncheon immediately following the fair was Vernestine Davis, Senior Manager of the Supplier Diversity department at WorldCom, where the dollars spent with minority- and women-owned companies has grown from \$14 million to more than \$400 million over the past 17 years. At the procurement fair, Fred Morefield, Sourcing Specialist at WorldCom, emphasized the company's commitment to these vendors. "We'd like to meet numerous potential suppliers and tell them about WorldCom and our commitment to supplier diversity, and guide them through the process. . . . We want to share with them, on a one-to-one level, how to do business with us."

"This is a wonderful opportunity to assist our agency in accomplishing one of its major goals and that is to attract as many local, small, and disadvantaged businesses who have the potential to be qualified and certified under our program, which is the District of Columbia's small business

NEB Entertainment



Lloyd, D.H. Lloyd & Associates; Suman Sorg, ALA, Sorg & Associates, P.C.; Vernestine C. Davis, WorldCom.

The business community turned out *en force* on September 14 to honor five women who have made enormous contributions to business and have shown exceptional leadership over the course of their careers.

Daphne Maxwell Reid, well-known actress and co-founder of New Millennium Studios, received the prestigious Lifetime Achievement Award. After an award-winning career as a television and film actress, which include credits in *The Fresh Prince of Bel Air*,

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## ANNUAL DINNER HONOREES ANNOUNCED

DCCC is proud to announce that the following companies and individuals will be honored at the Annual Dinner on Friday, November 17:

- **Capital Restaurant Concepts:**  
Business of the Year Award
- **Hugh Panero**, President and CEO of XM Satellite Radio:  
Business Leader of the Year Award
- **The Kerry S. Pearson LLC:** Small Business of the Year Award
- **Russell Simmons**, Senior VP of Riggs Bank:  
Outstanding Business Contribution Award
- **Arthur Andersen:** Community Service Award

Please join us for this incredible event at the Hilton Washington and Towers! The reception begins at 6:30PM and dinner is served at 8:00PM. Watch for your invitation in the mail.

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# President's Message

Once again, I am pleased to report that we have had a terrific month here at DCCC. The 2000 Women's Leadership Awards Luncheon in September was a tremendous success. As always, DCCC was honored to recognize this year's truly outstanding award recipients. Each has made a substantial and lasting contribution to our way of life in the District of Columbia, in our business community and beyond.

I find it truly inspirational to be a part of this event each year. I have long been a proponent of women in business, and it is truly heartening to be able to give something back to women whose leadership and example have helped point the way to achievement for the rest of us. Throughout my life, I have admired women like this year's awardees, for their strength, courage and commitment to furthering the position of women in business.

This year, we preceded the luncheon with a Mini-Procurement Fair, which was a great success as well. I'd like to extend our

gratitude to all the corporations and organizations that attended, helping DCCC expand opportunities for small, minority-owned, and women-owned businesses in D.C. "Tea and Conversation Equals Opportunity" participants included Allfirst Bank, American Express, BB&T, Bank of America, Fannie Mae, Government of the District of Columbia, National Association of Female Executives (NAFE), National Association of Women Business Owners (NAWBO), PEPCO, SBA Office of Certification, U.S. Department of Agriculture, U.S. Department of Commerce, U.S. Department of Treasury, Verizon Washington, Women President's Educational Organization, and WorldCom.

Thanks to everyone who came and took advantage of this chance to expand their business horizons, and joined us in celebrating the special women leading our community as well. November is going to



REMARKS  
FROM  
ELIZABETH  
LISBOA-  
FARROW

be another exciting month, offering even more opportunities for members. I hope to see all of you at 2000 Annual Dinner on the 17th, which will be the year's premier gala event. Come and make the most of your membership!

Sincerely,

Elizabeth Lisboa-Farrow  
President

The District of Columbia Chamber of Commerce (DCCC) is the premiere advocate for business in the District of Columbia. The DCCC is committed to improving the climate for business in the District; assisting businesses in succeeding through education, information, and outreach; recognizing the significant role which small, minority, and women-owned businesses play in the District; and representing business with high-quality service, professionalism, and integrity.

DCCC *Connections* is published by the District of Columbia Chamber of Commerce, 1710 H Street NW, 11<sup>th</sup> Floor, Washington, DC 20006. It is the policy of DCCC to prohibit discrimination in employment on the basis of race, national origin, sex, age, marital status, personal appearance, sexual orientation, family responsibilities, matriculation, political affiliation, or physical handicap.

Richard Monteilh, *President*

## 2000 DCCC EXECUTIVE COMMITTEE

Elizabeth Lisboa-Farrow, <i>Chair</i> LISBOA, Inc.	Linda Lee, <i>Financial Secretary</i> Hunan Chinatown
B. Doyle Mitchell, Jr., <i>Chair-Elect</i> Industrial Bank, NA	Rynthia Sober, <i>General Counsel</i> GEICO Direct
Alex Orfinger, <i>1<sup>st</sup> Vice Chair</i> Washington Business Journal	Dana Stebbins, <i>Parliamentarian</i> Wilkes, Artis, Hedrick, & Lane
Natalie O. Ludaway, <i>2<sup>nd</sup> Vice Chair</i> Leftwich & Douglas, P.L.L.C.	Barbara Lang, <i>Sergeant-at-Arms</i> Fannie Mae
Linda Greenan, <i>Secretary</i> Georgetown University	Debbi Hurd Baptist, <i>Chaplain</i> City First Bank of D.C.
Shireen Dodson, <i>Treasurer</i> Smithsonian Museum, Center for African-American Studies	Marie C. Johns, <i>Immediate Past Chair</i> Verizon Washington, Inc.
	Margaret Stewart, <i>Chair Laureate</i> Stewart Funeral Homes

*Leaders, continued from page 1*

*WKRP in Cincinnati*, *Cagney & Lacey*, and *Hill Street Blues*, Maxwell Reid co-founded New Millennium Studios, the first full-service film studio in Virginia, complete with a state-of-the-art post-production facility.

The Corporate Leadership Award was presented to **Vernestine C. Davis**, Senior Manager of Supplier Diversity at WorldCom. Since joining WorldCom, Davis has increased the dollars WorldCom spends with minority- and women-owned companies from \$14 million to \$400 million.

**Denise H. Lloyd**, President and CEO of D.H. Lloyd & Associates, Inc., received the Crystal Leadership Award. D.H. Lloyd & Associates began as a one-person operation in 1985 and today ranks in the top 10 minority-owned insurance



◀ Marie C. Johns;  
Tim Reid and Daphne  
Maxwell Reid, New  
Millennium Studios;  
Mike Cruise.

▲ Marie C. Johns, Verizon Washington, DC Inc.; Bishop Image B. Stewart,  
The House of Image; and Mike Cruise, The Aspen Group.

agencies nationwide.

**Suman Sorg**, AIA, President of Sorg and Associates, P.C., accepted the Entrepreneurship Award for her work as architect and founder of Sorg and Associates, one of the largest women-owned architectural firms on the east coast.

**Bishop Image B. Stewart** was presented with the Community Service Award for her work with homeless women, veterans, and families. In 1972, Stewart opened her first shelter for battered and homeless women and children. Later, she opened a shelter for veterans and battered men. In their 25 years of operation, these shelters have never applied for nor received government money.



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set-aside program,” said Margaret Wright, Manager of the District of Columbia’s Office of Local Business Development. “It’s a local and disadvantaged preference program, so it meets our goal to see as many people as possible, expose them and educate them about our program.”

The District of Columbia government, like other government agencies and many companies, has a formal certification process that vendors need to go through before they can be classified as a small, minority, or disadvantaged businesses. Wright oversees the certification and contract compliance functions for the Office of Local Development. Businesses “need to be local, they need to be small, and they need to be disadvantaged,” she said, and can be certified in one of three categories: construction, professional services, and goods and supplies. Wright

and several city employees were on hand at the event to help walk companies through the certification process and discuss opportunities with local businesses.

Moreland and other WorldCom employees were doing the same thing at the fair. “If they don’t know how to [get certified], we can guide them through that process and then can refer them. We have an annual report with step-by-step how to do business with us and if they need anything further beyond that, they can call us and we’ll put them in touch with people.” At WorldCom’s booth, like most others, all kinds of helpful literature was free for interested parties.

Businesses on both sides of the equation reported success. “Everyone’s very friendly and offered lots of useful information,” reported Kim Pollock, a graphic designer with Lomangino Studio Inc.

Lomangino used to do design work for some government agencies, according to Pollock, and is using the procurement fair as one avenue to enter that arena again. “We’re a woman-owned graphic design business and came to the fair to make contact with large organizations who might need our services. The fair was very helpful in creating a networking opportunity for us.”

Wright praised DCCC for sponsoring the event: “One of our major goals is to always seek out opportunities like this and beg to be part of them. . . . We willingly accept the invitations to participate in the procurement fairs such as the one the DC Chamber is sponsoring.” DCCC plans to keep offering procurement events like this one to our members, so watch this newsletter and DCCC’s website, [www.dcchamber.org](http://www.dcchamber.org), for updates.

# D.C. Tourism

## TAKE A STROLL THROUGH CIVIL WAR WASHINGTON

Fall is an excellent time to take a stroll throughout the neighborhoods of the nation's capital. To make such an excursion even more enjoyable, areas residents and tourists can pick up a free copy of *Civil War Washington Highlights Tour*. This is a newly reprinted brochure produced by DCCC, the DC Heritage Tourism Coalition, and the Civil War Trust. It is available at the DC Visitor Information Center in the Ronald Reagan Building (202-DCVISIT).

This free, self-guided tour highlights popular, as well as little-known, sites which played a significant role in the history of Washington, D.C. during the period. A selection of local businesses in the city's neighborhoods is also featured so that people can experience the hospitality of contemporary Washington as they venture into its past. While this tour guide is not the first publication to feature sites of interest

to Civil War buffs in D.C., it is the first free self-guided tour publication which combines both famous and less publicized locations in a handy pocket guide, complete with local business listings.

Many visitors to D.C. have seen its famous museums and monumental treasures; however, far fewer have ever explored Washington's neighborhoods to discover fascinating sites which link the city to one of the nation's most memorable eras. The following is a sampling of points of interest featured on the tour:

- Fort Stevens, where President Lincoln actually came under enemy fire from Confederate troops
- African American Civil War Memorial, featuring the "Spirit of Freedom" sculpture and the names of the 209,143 U.S. Colored Soldiers and their 7,000 white officers who fought in the war

- National Building Museum, site of a 12,000-foot frieze which depicts the infantry, cavalry, and other battle participants in moving detail
- Emancipation statue on Capitol Hill which depicts Lincoln and a former slave, modeled after Archer Alexander, said to be the last man captured under the Fugitive Slave Act, at the moment of his deliverance
- Willard Inter-Continental Hotel, on the site where Julia Ward Howe wrote the "Battle Hymn of the Republic."

The tour brochure includes a map for easy reference and lists Metro information where applicable. Multiple copies of this publication can be ordered from DCCC by calling (202) 638-3222.

## CAPITOL STEPS LAUGH IT UP

In September, the Ronald Reagan Building became the new site for regularly scheduled public performances of the Capitol Steps, a troupe of Congressional staffers-turned-comedians who satirize the very people and places that once employed them. DCCC's DC Visitor Information Center, also located in the building, is now serving as an on-premise box office for performances with tickets available right up to curtain call.

Performances are scheduled year-round for Saturday evenings at 7:30PM. Light food and beverage service will be available initially and a full dinner and show package is planned.

The Capitol Steps was created when Ronald Reagan was president. According to the troupe's co-founders, if entertainers could become politicians, then politicians could become entertainers. The Capitol Steps have recorded twenty albums; performed for the last four presidents; appeared on "The Today Show," "Good Morning America," "Nightline," and CNN's "Inside Politics;" and have been featured on PBS and National Public Radio. In addition, since the Capitol Steps began in 1981, they have performed more than 4,500 shows in 48 states and are now performing their show off-Broadway.

Anyone interested in seeing this memorable show should call the DC Visitor Center at (202) DC-VISIT.

## DCCC TOURISM PUBLICATIONS WIN TWO AWARDS

Two publications produced last year by DCCC's Tourism Department have been named winners of 1999 Apex Awards, presented by *Black Meetings & Tourism* magazine. These awards are given each year to recognize advertisers and promotional organizations for the diversity of images, sensitivity of messages, and artistic composition of the advertising and marketing materials they create for the hospitality, travel, and tourism industries.

*The Multicultural Hospitality Services Directory* and *Un Tesoro Internacional* (An International Treasure) were awarded first and second place respectively in the Collateral Materials category. The multicultural directory was produced to provide travel and meeting planners with information on multicultural sites and hospitality industry resources in the nation's capital. It contains sections on things to see and do in "home-town" and "outdoor" Washington, accommodations, dining, clubs, theaters, and tours. The hospitality services directory section of the publication provides meeting and travel planners with actual contacts in D.C.'s tourism industry from the African American, Asian, and Latino communities.

*Un Tesoro Internacional*, produced in partnership with the Greater Washington Ibero American Chamber of Commerce and Maya Advertising and Communications, is a one-of-kind Spanish-language self-guided tour brochure of Washington, D.C. The free brochure and map highlight some of the most visited sites in the District of Columbia. The brochure also includes background on the local Latino community and a sampling of the area's Latin American restaurants.

Both publications are available by calling DCCC's visitor information line at (202) 638-3222.



# DC Marketing Center

## PRESIDENT'S MESSAGE

by Michael Stevens, President



Greetings from the Washington, DC Marketing Center. In late July I started work as the new president of the Marketing Center and I wanted to introduce myself and talk about the Center's efforts. On a personal note, I moved to Washington from Memphis, Tennessee where I was Vice President of Development for that state's largest business improvement district. For the past 22 years I have been involved in downtown and neighborhood redevelopment planning and implementation strategies for a number of cities in the south and southwest.

I feel fortunate to have been chosen to lead the Marketing Center during such an opportune time in the District's history. The efforts of Mayor Williams and his staff, as well as those of many

District stakeholders and partners, have resulted in a new confidence in the District and an economic resurgence with over \$4 billion in new projects.

The fundamental mission of the Center is to "spread the word" of this remarkable renaissance through outreach efforts and market the District's unique attributes as an ideal place to conduct business, live, shop, and experience world-class cultural amenities. It is also our mission to work with existing businesses throughout the city to assist them in expansion plans or in mitigating any impediments to doing business in the District. We are also establishing the Center as a "one-stop development shop" that existing and potential businesses can access for up-to-date information on all market segments and the market characteristics of the District.

What are our first steps in achieving this mission? In the weeks ahead we hope to accomplish the following action items:

- Approval of our budget and work program by our advisory board
- Hiring staff to accomplish our mission statement and goals
- Updating our website with the most current information available
- Creating a comprehensive database for all market segments
- Creating marketing materials for the Center's outreach efforts
- Creating additional partnerships to achieve our mission
- Focusing on business retention through our DC Business Connections program.

I want to thank Mayor Williams and the City Council for their commitment to the Center, as well as our six other strategic partners that comprise our board. I look forward to working with you in the months ahead in continuing the economic renaissance of this great city.

Liz Burke



## GEORGIA AVENUE REPORT

Since the Georgia Avenue Business Resource Center grand opening on August 10, an event which featured speeches by Alan Greenspan, Chair of the Federal Reserve Board, and Anthony A. Williams, Mayor of the District of Columbia, it has received tremendous feedback from the Georgia Avenue business community.

In this short timespan, 52 businesses have filled out intake forms and/or surveys, of which 21 are located on Georgia Avenue. Of the 31 of the businesses which are not located on Georgia Avenue, seven are willing to relocate on Georgia Avenue or open a second location there.

Of the 52 that have accessed the center, 25 have stated that they need help formulating their business plans and 34 have come to access capital and financing.

As these numbers indicate, the GABRC has been a tremendous success so far. Student teams from the University of the District of Columbia, The George Washington University, and Howard University are involved with assisting businesses. The Small Business Administration's sub-center programs, which include the SBA's S.C.O.R.E. representatives and business development staff, started in late September. Businesses have stated that they need legal assistance, so the GABRC staff is pursuing leads with the DC Bar and National Bar Associations.

◀ *At the August reception welcoming Michael Stevens, Stevens chats with DCCC General Counsel Rynthia Manning Sober, GEICO Direct.*

# Workforce Development

## YOUTH JOBS PROJECT GETS UNDERWAY

The DC Chamber of Commerce has partnered with the Department of Employment of Services to provide 300 in-school internships for District of Columbia Public high school students. This is an opportunity for DCCC members to help make District youth competitive in today's economic marketplace and increase their post-secondary options. DCCC's strategy is to provide students with workforce readiness preparation for unsubsidized employment opportunities and effective connections to the job market and to local and regional employers.

There is strong consensus among our private sector employers—they want high school graduates to demonstrate better work attitudes and work behaviors. Almost without exception, they say work-based experience makes sense for today's youth, both as students and prospective employees of their companies. When employers become involved with students early on, they help create a far better-prepared worker pool that reduces the time-consuming and costly traditional recruiting, hiring, and training efforts.

For more information or to sign up as a student internship worksite, call Margaret Singleton at (202) 347-7102, ext. 236.

## NEW D.C. WORKFORCE INVESTMENT SYSTEM

An executive order signed by Mayor Anthony A. Williams has appointed a Workforce Investment Council to develop a state plan and the workforce investment strategies. The District of Columbia Workforce Investment Council (DCWIC) will work in partnership with the Mayor and

other local elected officials and business leaders to build a system that is tailored to meet the District's strategic economic and workforce development needs. DCWIC is a unique partnership between business, education, labor, and government.

The intent of the DCWIC is to simplify the maze of current programs into a comprehensive, aligned system of services by designing one-stop service centers to provide consolidated access to most federal, state, and local workforce programs and services into convenient physical locations and electronic sites. One-stop centers are the foundation of the local workforce system. The centers will provide employers and workers with labor market information and education and training. To learn more about the DCWIC or to get involved recruiting and/or training opportunities call (202) 727-3746.

## UPCOMING EVENT

Help create your own supply of qualified, younger workers. Participate in the upcoming Youth Employer Jobs Fair, sponsored by the DC Chamber in partnership with the Department of Employment Services and the District of Columbia Public Schools! Conduct on-site interviews of trained high school students. Watch for more information on the DC Chamber's website or call Margaret Singleton at (202) 347-7201, ext 236

## WORKFORCE DEVELOPMENT OPPORTUNITIES

Do you have trouble recruiting qualified workers for key information technology jobs? Do your new employees seem to lack basic technology skills and knowledge? Are too many of your employees stuck in entry-level jobs?

Metro Tech is offering employers an opportunity to fill their Information Technology positions. The project includes

## ANOTHER SUCCESSFUL SUMMER FOR EAP

Since June of this year, the Employer Advocacy Program has represented eight clients, resulting in six successful determinations. Additionally, the EAP provided telephone consultation to five clients.

The EAP is in the process of revamping its brochure and will expand its marketing efforts over the next few months. Word-of-mouth will always be the best way to attract clients, so don't hesitate to refer members to our services! Our marketing efforts will include an employer education seminar where we will give employers strategies to lower unemployment insurance rates and protect themselves against unemployment compensation claims.

The EAP is a free service offered by the DC Chamber of Commerce. The EAP provides free legal counsel and representation to all District of Columbia employers, in the appeal process for unemployment compensation claims filed by former employees. For more information, call (202) 347-7201.

employer-identified "customized" training for potential and incumbent workers paid for by the Metro Tech. Employers can even interview all candidates prior to their training and throughout the training/certification process. For additional information, call LeTresa Swearingen, Metro Tech Coordinator, at (202) 565-0001.

# Membership News

## THANKS TO ALL OUR RENEWALS!

As of September 8, 2000:

ADSHEL

AEPA Architects & Engineers,  
P.C.

Archdiocese of Washington

Arthur Andersen, LLP

Arts Club of Washington

Atlantic Video, Inc.

Bank of America

BB&T

Capital Entertainment Services,  
Inc.

The Caraway Group, Inc.

Central Benefits Mutual  
Insurance Co.

Chartered Family Health Center

Children's National Medical  
Center

Clean & Pure Inc.

Commerce Funding  
Corporation

DC Lottery & Charitable  
Games Control Board

Deloitte & Touche LLP

DP Consultants

Family & Child Care Referral  
Inc.

The Folger Shakespeare  
Memorial Library

Foushess Business Management  
Services

Harmon & Wilmot, LLP

Hood's Institutional Foods, Inc.

The George Washington  
University

Georgetown Business &  
Professional Association

Goodwin & Company

Integrated Technologies

ISI Professional Services

Issue Dynamics Inc.

H Street Community  
Development Corporation

Howard University Small  
Business Development

Center

Independence Federal Savings  
Bank

Jerome S. Paige & Associates

The John F. Kennedy Center

For The Performing Arts

Koonz McKenney Johnson

Law Office of Daryl L. Avery

Mattox Photography

McDonald's

Metropolitan Delivery  
Corporation

MVM, Inc.

The National Foundation For  
Teaching Entrepreneurship  
To Handicapped & Disad-  
vantaged Children

Northwest Health Care Center

Old Town Trolley Tours - D.C.

PAJ Business Staffing, Inc.

Pattie's Amoco

Peoples Involvement  
Corporation

Philip Clarke

Phillips Flagship

Planet Hollywood  
International, Inc.

Potomac Apartment  
Group, LLC

Renaissance Washington, D.C.  
Hotel

Reynolds Maps Inc.

The Salvation Army

Serd/Business & Technical  
Services, Inc.

Shears to You

Standard Office Supply  
Staples

United Healthcare Corporation

Washington Courtyard

Washington Gas Light  
Company

Whitman-Walker Clinic, Inc.

Zip Mailing Services, Inc.

## NEW MEMBERS

As of September 8:

AAA Recycling & Trash  
Removal Services

4619 West Ox Road  
Fairfax, VA 22030

Athletic USA

8445 Annapolis Road, Suite D  
New Carrollton, MD 20784

Conquest Systems, Inc.

1023 15th Street NW  
Washington, DC 20005  
[www.conquestsystems.com](http://www.conquestsystems.com)

Emilio Mestre

1140 Nineteenth Street NW,  
Suite 300  
Washington, DC 20036  
[www.itra.org](http://www.itra.org)

Homewood Suites by Hilton  
1475 Massachusetts Ave NW  
Washington, DC 20005  
[www.homewood-suites.com](http://www.homewood-suites.com)

Inn Dupont

1902 R Street NW  
Washington, DC 20009  
[www.inndupont.com](http://www.inndupont.com)

The Madison

1177 15th & M Streets NW  
Washington, DC 20005

Tompkins Builders

1333 H Street NW, Suite 200  
Washington, DC 20005  
[www.tompkinsbuilders.com](http://www.tompkinsbuilders.com)

Tour One Inc.

44 U Street NW  
Washington, DC 20001  
[www.whitehousetours.com](http://www.whitehousetours.com)

Type E Design, Inc.  
5605 5th Street South  
Arlington, VA 22204

U.S. Bid City 2012 Olympic  
Games

1875 I Street NW  
Washington, DC 20006

Wholistic Health Care Center  
2755 31st Place NE  
Washington, DC 20018-1657

XM Satellite Radio

1500 Eckington Place NE  
Washington, DC 20002  
[www.xmradio.com](http://www.xmradio.com)

Zland.com

1800 Diagonal Road, Suite  
600  
Alexandria, VA 22314  
[www.zland.com](http://www.zland.com)

## CORRECTION

DCCC apologizes for last  
month's incorrect member  
listing for Accelerated  
Network Solutions. Their  
correct information follows:

Accelerated Network  
Solutions, Inc.

1323 R St. NW, Suite B-1  
Washington, DC 20009  
[www.acceleratednet.com](http://www.acceleratednet.com)

## ARE OUR RECORDS UP-TO-DATE?

Please mail us any new information about your company using the form below. Mail to David Edwards, Membership Associate, DCCC, 1710 H Street NW, 11th Floor, WDC 20006 or send e-mail to [dedwards@dcchamber.org](mailto:dedwards@dcchamber.org).

### MEMBER'S UPDATED INFORMATION

#### Point of Contact

First Name: \_\_\_\_\_

Last Name: \_\_\_\_\_

#### Company Information

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

ZIP: \_\_\_\_\_

#### Phone Numbers

Phone 1: \_\_\_\_\_

Phone 2: \_\_\_\_\_

#### Fax Numbers

Fax 1: \_\_\_\_\_

Fax 2: \_\_\_\_\_

#### Internet Addresses

E-mail 1: \_\_\_\_\_

E-mail 2: \_\_\_\_\_

Website: \_\_\_\_\_

## TUNE IN TO DCCC TV

Next Sunday at 12:30PM, turn on your television set to DCTV Channel 25. *Building Bridges for Business*, the only public affairs television program focusing on D.C. business and produced by the local business community, airs in that time slot every week and also on Wednesdays at 8:00PM.

What organization produces such a useful local television show for D.C. businesses? None other than DCCC! Over the past three years, DCCC has produced the 30-minute public affairs television program, which focuses on a) exploring emerging business, economic development, and political issues affecting the District of Columbia and the region, and b) educating the Washington area public about the DC Chamber of Commerce, its advocacy role, and efforts to stimulate economic development.

Featured guests on the show have included leaders and decision makers in the business and political arena. Guests have included Anthony Williams, Mayor of the District of Columbia; John Green, Executive Vice President of MedStar Health; Sheldon Repp, legal counsel, Student Loan Marketing Association; Jack Evans, Ward Two City Council member; Linda Greenan, Vice President, Georgetown University;

Charlene Drew Jarvis, Ward Four City Council member; Donella Brockington, Lockheed Martin-IMS; Linda Cropp, Chairperson, D.C. City Council; Charles H. Ramsey, D.C. Police Chief; and many others.

Interviewing these guests are the co-host team of Marie Johns, President, Verizon Washington, and A. Scott Bolden, Partner, Reed, Smith, Shaw & McClay. The hosts share introductions and individually probe for in-depth information and answers for the viewership.

Viewers typically are adults between the ages of 30 and 55, racially diverse, politically aware, and oriented towards community and economic development.

Every show is designed to highlight a particularly interesting political/economic topic and allow the expert guests to further define the issues with the hope that the viewer will then be able to make more enlightened decisions based on facts.

The show has been sponsored through corporate donations and produced through DCTV, volunteers, and part-time professional media consultants. It is the only public affairs television program focusing on D.C. business and produced by the local business community. Check it out!



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- Exquisite shirts, knits and other sportswear. Let us create an elegant "corporate casual" look for summer.
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[www.everardsclothing.com](http://www.everardsclothing.com)

# Strategic Partner Profiles

## MORE THAN 100 YEARS OF ENERGY SERVICE

Pepco has been known as the hometown utility company for more than 100 years. Today the company serves 700,000 electric customers in the District of Columbia and suburban Maryland. As the energy market changes with the coming of electricity competition, Pepco is changing its business strategy to become a more dynamic and competitive company. Pepco will focus on its core competencies of transmitting and distributing electricity—and offer new products and services through its subsidiary companies.



Pepco Energy Services markets a wide range of energy-related products that reduce operating costs and improve reliability for commercial, institutional, and government customers. It also offers a bundle of services for consumers such as appliance warranties, surge protection devices, and electricity and natural gas service. In partnership with RCN, Pepco Communications markets telecommunications services under the Starpower brand. Service offerings include local and long-distance telephone, cable television, and high-speed Internet service over an advanced fiber optic network.

## DOCUMENT SOLUTIONS FOR TODAY AND THE FUTURE

Xerox is a global company that offers the widest array of document-related business solutions, products, and services in the industry. Our strategic intent is to be the leader in the global document market, providing document solutions that enhance business productivity. With our people and technology, we are confident of continued success in the our objective of delivering value to our customers and shareholders.



## Events to Catch

**Call (202) 347-7201 for event locations and details.**

Business & Economic Development  
Committee Meeting  
Thursday, November 2  
8:30AM–10:30AM

Program Committee Meeting  
Friday, November 3  
8:30AM–10:30AM

Member Services Committee Meeting  
Tuesday, November 7  
8:30AM–10:00AM

Small & Minority Business  
Committee Meeting  
Wednesday, November 8  
NOON–1:30PM

Midweek Business Development Series  
Topic: E-Commerce from A–Z  
Sponsor: Verizon Washington, Inc.  
Wednesday, November 8  
8:00AM–10:00AM

Executive Board Meeting  
Thursday, November 16  
12:30PM–2:00PM

Annual Business Awards Dinner  
Friday, November 17  
6:30PM–10:30PM

Power Networking Breakfast  
Tuesday, November 21  
7:30AM–9:30AM

Women in Business Committee Meeting  
Tuesday, November 21  
11:30AM–1:30PM

Workforce Development  
Committee Meeting  
Wednesday, November 22  
9:30AM–11:30AM

Communications Committee Meeting  
Monday, November 27  
11:30AM–1:30PM

# DCCC PRODUCT INFORMATION

## Membership Labels

Member: \$50  
Nonmember: \$100

## Membership Listing on Disk

Member: \$75  
Nonmember: \$100

## Annual Membership Directory

Member (additional copies): \$125  
Nonmember: \$150

**Get Out  
Your  
Palm Pilots:  
DCCC is  
moving!**

After  
November 17th,  
DCCC's main  
office will be  
located at

**1213 K  
Street NW  
Washington,  
DC 20005**

Phone:  
(202) 347-7201  
Fax:  
(202) 638-6764

## To Order by Mail:

Please complete the form below and mail to DCCC, 1710 H Street NW, 11<sup>th</sup> Floor, Washington, DC 20006 or fax to (202) 638-6762. Make checks payable to DC Chamber of Commerce.

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

DCCC Member? ☐ Yes ☐ No

Tax-exempt certificate number: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP code: \_\_\_\_\_

Daytime phone: \_\_\_\_\_ E-mail address: \_\_\_\_\_

Payment method: ☐ Check ☐ MasterCard ☐ Visa ☐ AmEx

Credit card number: \_\_\_\_\_ Expiration date: \_\_\_\_\_

Item	Quantity	Price	Subtotal
Membership labels			
Membership listing on disk			
Annual membership directory			
5.75% sales tax *			
Total enclosed			

\* If your organization is a nonprofit, please write your tax-exempt certificate number on the form above. You do not need to include sales tax.

## ADVERTISING RATES

1/4 page (3.75 inches wide x 5 inches high)	member \$100	nonmember \$175
1/2 page vertical (3.75 inches wide x 10 inches high)	member \$250	nonmember \$375
1/2 page horizontal (7.5 inches wide x 5 inches high)	member \$250	nonmember \$375
Whole page (7.5 inches wide x 10 inches high)	member \$475	nonmember \$750
Flyer insert		
copies provided	member \$300	nonmember \$450
camera-ready art provided	member \$450	nonmember \$600

**Deadlines:** Payment and camera-ready art must be submitted the 10th of the month two months prior to the desired issue. All preprinted inserts must be received by the first day of the month preceding desired issue.

**Discounts:** Discounts are given based on number of consecutive issues in which an advertisement is run. Inserts discount: 15% for 3–5 consecutive issues, 20% for 6 or more consecutive issues. Please call DCCC at (202) 347-7201 for more information.

# Strategic Partners



Procurement Fair Attracts Attention  
Business Community Honors Women Leaders  
Annual Dinner Honorees Announced  
Tourism Publications Win Two Awards  
Youth Jobs Project Gets Underway  
Strategic Partner Profile: Pepco  
Strategic Partner Profile: Xerox  
Tune Into DCCC TV

Inside...

CHAMBER of COMMERCE



1710 H Street NW

Washington, DC 20006

<http://www.dccchamber.org>

(202) 347-7201

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